



# ARMY LOGISTICIAN

MARCH-APRIL 1981





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#### ABOUT THE COVER

The cover photograph shows maintenance soldiers repairing a helicopter rotor. The author of the article beginning on page 29 suggests that tactical aviation maintenance policy be structured around the time required to make repairs.

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VOLUME 13, NUMBER 2  
MARCH-APRIL 1981

THE OFFICIAL MAGAZINE OF UNITED STATES ARMY LOGISTICS

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*Army Logistician* is devoted to the publication of timely, authoritative information on Army and Defense logistics for the Active Army, Army National Guard, Army Reserve, civilian employees of the Army, and the public. Our purpose is to increase knowledge and understanding of logistics and to encourage and stimulate innovative thought in areas of logistics by providing a forum for those ideas. The views expressed in the articles are those of the authors and not necessarily those of the Department of Defense or the Department of the Army.

*Army Logistician* is an official Army periodical published bimonthly and sponsored by the Assistant Secretary of the Army (Installations, Logistics, and Financial Management), the Deputy Chief of Staff for Logistics, and the Commander, Army Materiel Development and Readiness Command. Photographs are U.S. Army unless otherwise noted. Material may be reprinted if credit is given to *Army Logistician* and the author, except where copyright is indicated.

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inine genders. Any exceptions will be indicated in the text.

Articles, photographs, illustrations, and items of interest on any facet of Army logistics are invited. Direct communication is authorized to: Editor, *Army Logistician*, Army Logistics Management Center, Fort Lee, Va. 23801.

Use of funds for printing of this publication was approved by Headquarters, Department of the Army, on 1 October 1980 in accordance with AR 310-1.

Active Army units receive distribution under the pinpoint system outlined in AR 310-2. DA Form 12-5 must be sent to Cdr, AG Publications Center, 2800 Eastern Boulevard, Baltimore, Md. 21220. Army National Guard and Army Reserve units must submit requirements through State adjutants general or Army Reserve channels.

Annual subscription rates are: \$12.00, mailed to a domestic or APO address and \$15.00 to a foreign address. Single copy rates are \$2.25 domestic and \$3.15 foreign. Order through and make checks payable to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.



# Poor Patrick's Proverbs for Logisticians

by Lieutenant Colonel Patrick R. Hughes



Lieutenant Colonel Patrick R. Hughes is acting director of logistics-G4, 193d Infantry Brigade (Panama), Fort Clayton, Panama. He holds an electrical engineering degree from Virginia Military Institute and a master of military arts and sciences degree from the Army Command and General Staff College in addition to being a graduate of the Command and General Staff College.

- Keep yourself and your job in perspective. You cannot deny anyone a product or service that the Government says one is entitled to receive. Nothing "belongs" to you. You may control it, but you do not own it.

- A person in the support business seldom has the straight info on the why's and wherefore's of tactical activities. You must keep yourself informed. Do not become confused or embittered by working hard to get something only to find no one wants it anymore or by being "badmouthed" for not having something you never knew was wanted.

- Service to the customer and the command is the key to success. Even a general is a servant of all, expected to attend to everything, know everything, and be everywhere. That, too, is service.

- Working together and sharing responsibility makes things happen. He who hangs out alone will hang alone.

- Find a legal way to say "yes." Any fool can say "no." Saying "it can't be done" is the lazy, easy way that avoids work, hides ignorance, and is characteristic of failure. Saying "yes" takes work and produces results.

- Constantly ask "What am I accomplishing?" Most of us are present and doing busy work. Ants stay very busy, but don't really accomplish much. What is your mission? What is your goal? Find out!

- Research indicates that 80 percent of the people who fail do so because of inability to get along with other people. Customers are people.

- Your subordinates do what they do because they believe it is the right thing. If it isn't, don't yell and curse, find out their reasons and thoughts. Then, expose the errors, and teach and train. You will then have a team.

- Sickness in the body can have emotional and mental origins. If your people are sick excessively, look at the work environment and try to improve it.

- Most people fail in advance by making decisions based on personal pride or selfishness. Such as, "That's not worth my effort," "Why should I have to do it?" "I deserve a better deal!" Base your decisions on service to others.

- Most anger, aggression, and emotional behavior result from fear. Provide comfort, firm guidance, and calm logic. Don't add your fears to those of others.

- Display extreme honesty. Everyone thinks we are thieves anyway. It is too easy to get careless with Government property, especially when under pressure from superiors. Office supplies and foodstuffs are difficult to account for at best. Stealing is stealing whether or not it's called scrounging, borrowing, or appropriating.

- If "it" looks and works well, don't fix it. If "it" is great, advertise it. If "it" is poor, fix it. If "it" can't be fixed, get rid of it.

- Work so that everyone agrees that you are underpaid. When that is common knowledge to others, your rewards will take care of themselves. Calling attention to yourself will only cheapen your real worth. **ALOG**



